



Acarix Company Presentation

October 2023

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Transforming early
cardiac diagnostics



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Acarix is listed on the **Nasdaq First North Premier Growth Market** (ticker: ACARIX)

On a mission to transform early cardiac diagnostics

Acarix is on a mission to transform early cardiac diagnostics by delivering **accessible, easy-to-use** acoustic and AI-based solutions that provide **accurate and timely results** to healthcare professionals and patients at **point-of-care**



Everyone with chest pain deserves to know immediately if it is related to the heart, or not



- Tens of thousands seeking medical attention daily for chest pain
 - Impacts 20-40% of adult population
-
- 9 out of 10 having tests **DO NOT** have significant coronary artery disease
 - Need to rule out low risk patients to avoid unnecessary examinations and risks to patients to prevent significant cost burden on healthcare systems

1. Epidemiology of coronary heart disease and acute coronary syndrome, *Ann Transl Med*, 2016 Jul; 4(13): 256
2. Lifetime risk of developing coronary heart disease, *Lancet*, 1999 Jan 9;353(9147):89-92
3. Therning, C. et al. Low Diagnostic Yield of Non-Invasive Testing in Patients with Suspected Coronary Artery Disease: Results From a Large Unselected Hospital-Based Sample. *Eur Heart J - Qual Care Clin Outcomes* 2018; 4, 301-308
4. Winther, S. et al. Diagnostic performance of an acoustic-based system for coronary artery disease risk stratification. *Heart* 2018; 104, 928-935
5. Douglas PM et al. Outcomes of anatomical versus functional testing for coronary artery disease. *N Engl J Med* 2015; 372, 1291-1300
6. Cairns C, Kang K. National Hospital Ambulatory Medical Care Survey: 2021 emergency department summary tables. Available from: https://ftp.cdc.gov/pub/Health_Statistics/NCHS/Dataset_Documentation/NHAMCS/doc21-ed-508.pdf.
7. Santo L, Kang K. National Ambulatory Medical Care Survey: 2019 National Summary Tables. Available from: DOI: <https://dx.doi.org/10.15620/cdc.123251>

CADScor System designed for early and rapid cardiac assessment, using acoustics and AI

- An **acoustics and AI-based solution** to rapidly rule-out coronary artery disease (CAD) in patients with chest pain, with 96.2% certainty
- First-line diagnostic aid that quickly improves the diagnostic pathway, providing patients with immediate results and reducing healthcare resources and costs
- Used on more than 29,000 patients, based on 15 years of R&D, covered by 45 patents with CE-marking and FDA De Novo clearance
- US reimbursement approval with CPT III code effective July 2022, with support of American College of Cardiology (ACC)



Radically transforming early assessment of patients with stable chest pain



Patient with stable chest pain and suspected coronary artery disease

TRANSFORMATION (10 min)

CADScor® System



First-line diagnostic aid, to be used before any other non-invasive diagnostics

TRADITIONAL WORKFLOW (3-10 months)

ECG Stress Test via treadmill¹⁰
CACS

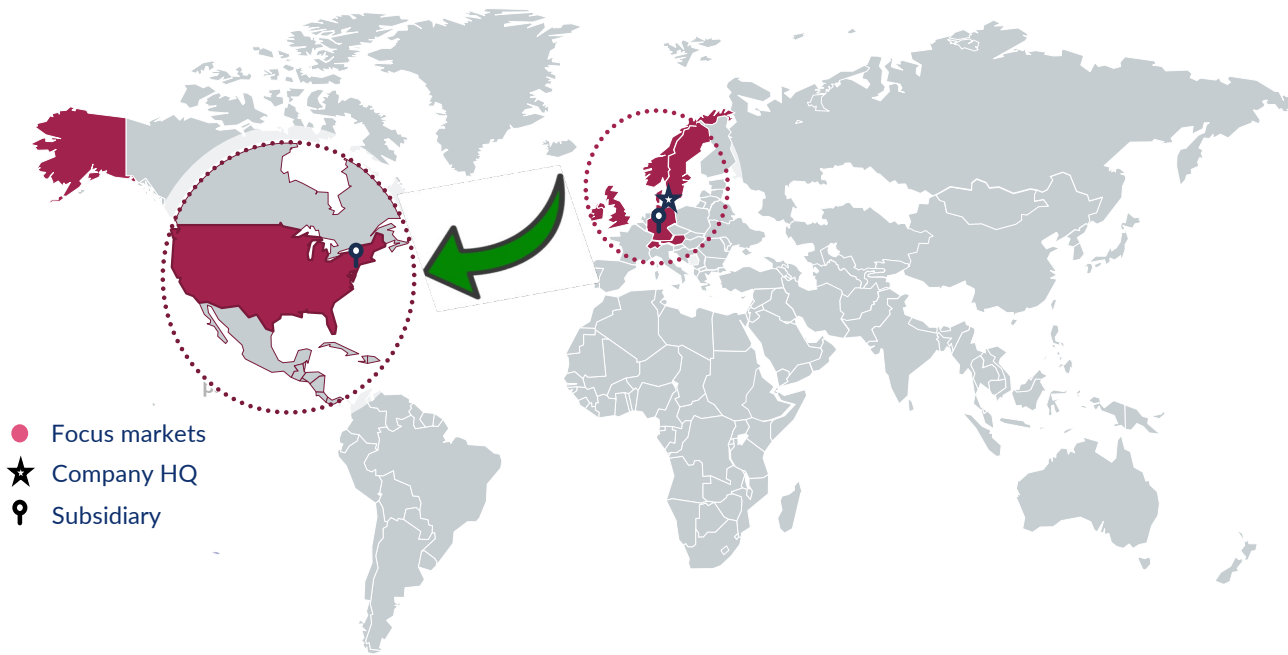
CCTA
Stress Imaging
Echo, Nuclear, MR

Invasive
Coronary
Angiography

Invasive
Treatment
(PCI etc)

Radiation equivalent of 500-1,000x ordinary x-ray

Full focus on US market opportunity with important building blocks in place



- **Early European validation** of commercial strategy and business model – with sales in Germany, Switzerland, Austria, Nordics, and UK
- **FOCUS on US expansion** – ideal timing with FDA De Novo clearance, CPT-III Code and high medical need
 - 14 million chest pain patients
 - Estimated market value >USD 10 billion
- **Attractive high margin business model (GM >80%)**
 1. Sales or lease of CADScor System devices
 2. Recurring sales of single-use patches (consumables)



Focus on creating value in large US healthcare market: Patients, Doctors, Healthcare Systems



14 million US patients per year with chest pain – that want immediate results

Acarix offers unique solution that quickly rules out significant CAD, addressing a large market of tens of thousands of clinics



CADScor System with FDA De Novo clearance and CPT III usage code

Acarix offers solution with attractive pricing and potential for ROI for healthcare providers



AMERICAN COLLEGE of CARDIOLOGY

Collaborated with ACC on CAD Scor System Proposed Clinical Workflow

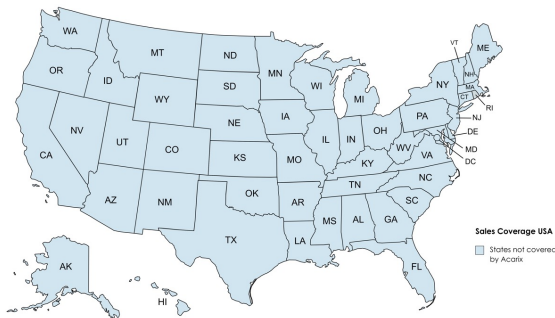
The ACC recognizes the challenges of risk stratification in patients with chest pain

Rapidly expanding US footprint with hybrid sales model

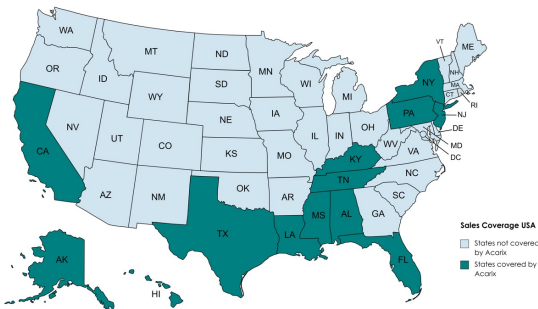


2022

April - 0 states



Dec - 13 states

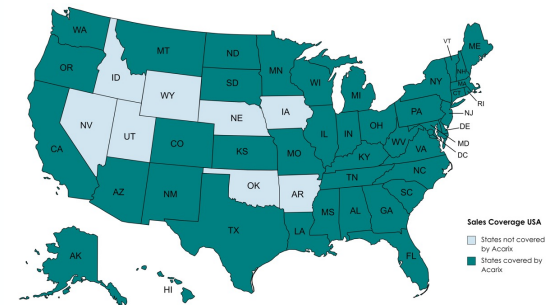


- **Hybrid sales model** with sales team and commission-based sales agents working as ONE TEAM under one leadership (40 reps)
- **Sales channels:** Clinics, Hospitals, IDNs, Networks and US Veterans Health Administration (VA)
- **Targets:** Cardiologists, ED, Urgent Care and Primary Care

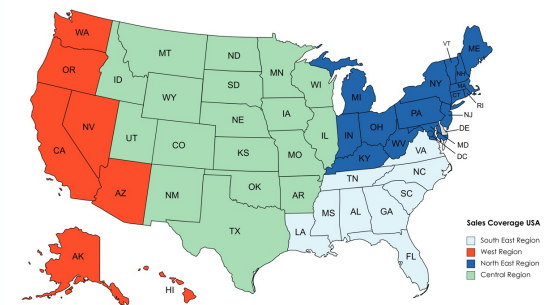
- **Q1-Q2:** Sales to VA and Clinics, building momentum also at IDNs and larger healthcare networks

2023

May - 43 states



July - 50 states



Breakthrough sales order Q1 2023 opens additional opportunities in VA

America's largest integrated health care system:

- 2023 Annual Medical Care Services Budget \$118.7 Billion (+22%)
- 9 million Veterans enrolled at 1,293 facilities
- 171 Medical Centers
- 1,112 Outpatient Clinics

Initial order Feb '23 of SEK 1 million, excl repeat patch orders

Importance of VA goes beyond revenue

- Credibility and recognition as MedTech Company
- Validation of clinical use of CADScor System
- Opens doors to additional VA hospitals and locations



New Medical Advisor to Acarix

Dr. Deepak R. Talreja, MD

Sentara Health Network

Director of Cardiovascular Service Line

Chief of Cardiology - Jan 2024



- Graduate of the University of Virginia School of Medicine, Internship and Residency at Vanderbilt University Medical Center, and Fellowship at Mayo School of Medicine.
- Board certified by the American Board of Internal Medicine (ABIM) in cardiovascular disease, interventional cardiology, and internal medicine:

Strong management with US experience to drive results

Executive Leadership Team



Helen Lungdahl Round
President & CEO



Fred Colen
Acting CEO



Christian Lindholm
CFO



Thomas Lundstroem
COO



Claus Christensen
Head of R&D



Jennifer Matson
Head of Medical
Affairs



Mike Buie
Commercial Lead,
US



Carma Connely
Head of Mkt. Access &
Customer Excellence



Jennifer Anderson
Head of Marketing
& Communications

Board of Directors



Philip Siberg, Chair
Co-founder, Ex-CEO Coala
Life, CEO Senzime



Ulf Rosén, Board
Ex-Seed Ventures,
CEO Lobsor



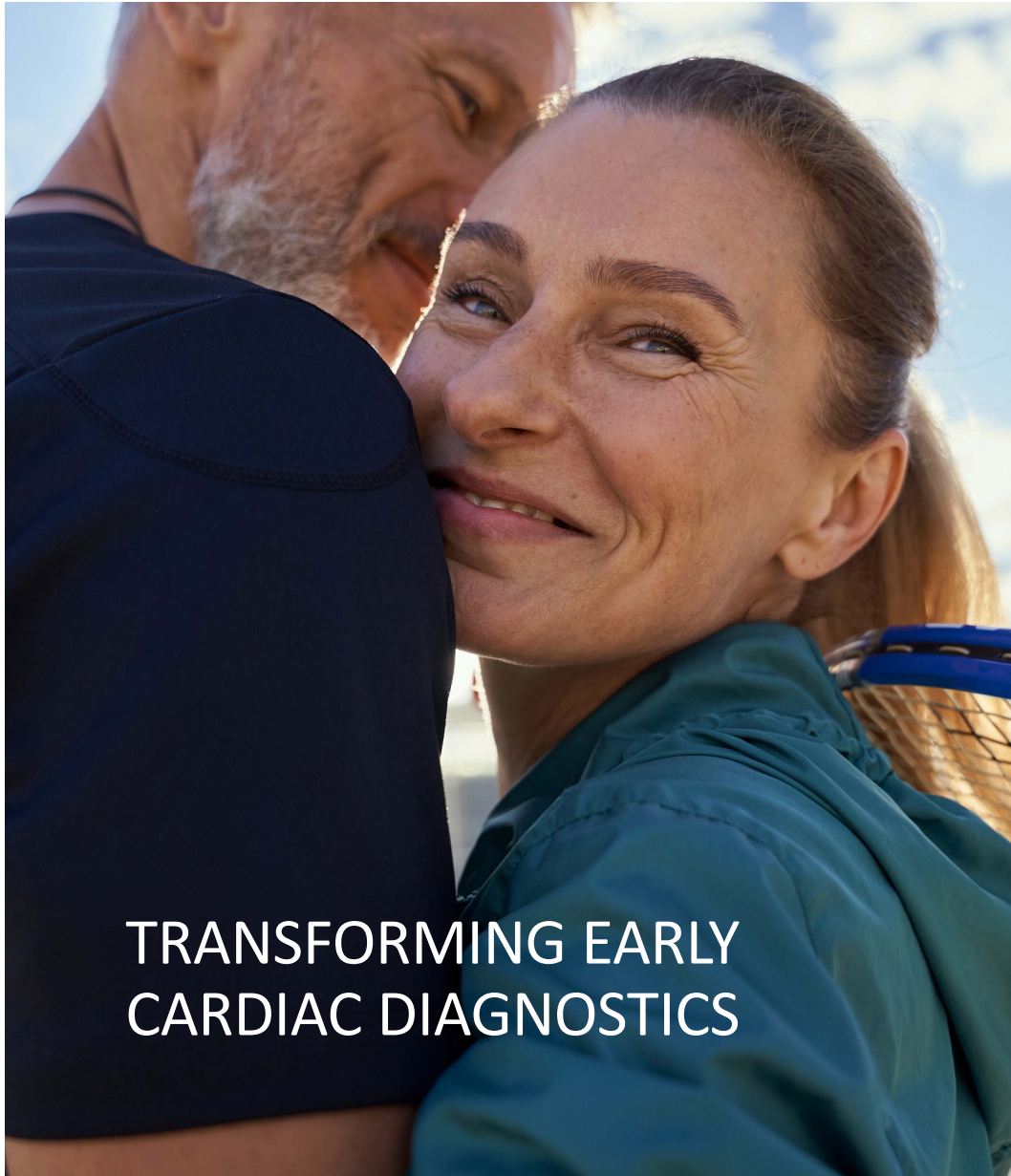
Mikael Thoren, Board
Ex-Ericsson, Allgon



Marlou Janssen-Counotte, Board
Ex-Medtronic, St Jude,
Biotronik



Fredrik Buch, Board
MD. Multiple Board
positions in Life Science



**TRANSFORMING EARLY
CARDIAC DIAGNOSTICS**



Company Focused on Revenue Growth

During October, Acarix secured approx. SEK 54 million through a rights issue

US expansion and sales

- Expansion in VA Healthcare System
- Development of sales across other sales channels (IDNs, Clinics, Hospitals, Primary Care Clinics)

Scientific leadership

- Developing medical advisory board

US data and health economics

- Real world US clinical experience

Meetings with Insurance Companies

Visibility within US Market

- Congress presence
- Social Media focus